

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 161606Z MAR 76
FM AMEMBASSY DAMASCUS
TO MR RICHARD F KANTENBERGER, REGIONAL SALES MANAGER
TRW CONTROLS CORP
5610 PARKERSBURG, HOUSTON, TEXAS
TWX 910-881-3276 TELEX 76-2444
INFO SECSTATE WASHDC 6763
USDOC WASHDC

UNCLAS DAMASCUS 1521

FROM RODERICK M WRIGHT

E.O. 11652: N/A

TAGS: BEXP BTIO ENRG SY

SUBJ: SYRIAN OIL FIELD AUTOMATION

REF: (A) KANTENBERGER/WRIGHT TELCON, (B) KANTENBERGER/
WRIGHT CABLE

1. AS JERUDI, SPECIAL ASSISTANT TO DG OF SPC UNAVAILABLE, I CALLED ON SPC DIRGEN ISA IBRAHIM MARCH 16. HE SAID SPECIFICATIONS AND TENDER FOR AUTOMATION OF RUMEILAN OIL FIELDS DRAWN UP BY BRITISH CABLE AND WIRELESS PRODUCED BIDS FOR EQUIPMENT WHICH WOULD BE WELL ABOVE TECHNICAL COMPETENCE OF SPC TECHNICIANS IN AUTOMATION FIELD, AND COST WAS FAR ABOVE THAT SPC HAD EXPECTED. PROJECT THUS SHELVED AND SPC SAYS IT NOW TRAINING THE NECESSARY 37 TO 50 TECHNICIANS.

2. IBRAHIM SAID HE WAS NOT RPT NOT AWARE OF YOUR ALTERNATIVE OFFER FOR SIMPLER SYSTEM IN \$3 TO \$5 MILLION RANGE. I PROMISED HIM YOU WOULD SEND ME APPROPRIATE INFORMATION AND I WOULD DELIVER TO IBRAHIM PERSONALLY (SEND TO ME, C/O DAMASCUS, DEPT OF STATE, WASHDC 20520.)

3. IBRAHIM SAID DIGITAL RESOURCES CORP (DRC) WAS ONE OF SEVERAL
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COMPANIES BIDDING ON TWO SPC TENDERS: A) GEOPHYSICAL DATA PRO-

CESSING CENTER, AND B) GEOPHYSICAL FIELD EQUIPMENT. (TEXAS INSTRUMENTS AND OTHERS ALSO BIDDING, IBRAHIM SAID, AND HE GAVE ME IMPRESSION SUCH LARGER AND BETTER KNOWN US COMPANIES HAVE AN ADVANTAGE OVER DRC.) NO CONTRACT YET SIGNED. IN RESPONSE TO MY DIRECT QUESTION, IBRAHIM SAID HE DID NOT KNOW AZIZ MISKINE. WHEN I NOTED MISKINE SEEMED AWARE OF AUTOMATION BIDS, IBRAHIM SAID PERHAPS HE WAS A COMMISSION AGENT TRYING TO SELL DRC EQUIPMENT TO TRW, TEXAS INSTRUMENTS OR OTHERS AS PART OF LARGER POSSIBLE CONTRACTS (I.E., A SUB-SUPPLIER). IBRAHIM SAID HE KNEW OF NO CONNECTION BETWEEN DRC AND MISKINE.

4. IBRAHIM STRONGLY ENCOURAGED SUCH WELL-KNOWN FIRMS AS TRW TO KEEP IN TOUCH WITH SPC BECAUSE SPC TECHNICIANS WERE MUCH IN FAVOR OF US PETROLEUM-RELATED EQUIPMENT.

5. TWO RELIABLE SYRIAN COMMERCIAL SOURCES IDENTIFY AZIZ MISKINE AS FORMER DAIRY (LIKE COWS) ENGINEER WITH UNIFOOD, SYRIAN GOVERNMENT FOOD PROCESSING INDUSTRY ORGANIZATION; ONE SOURCE SAID HE WAS DISMISSED. HE IS ON HIS OWN NOW, TRYING TO ARRANGE VARIOUS DEALS, PARTICULARLY CURRENT GOVERNMENT (UNIFOOD, MINAG) INITIATIVES TO ESTABLISH CATTLE STATIONS IN SYRIA. NEITHER SOURCE HAD EVER HEARD OF HIS INTEREST IN PETROLEUM OR COMPUTER-RELATED AFFAIRS OR ANY CONTACTS HE MIGHT HAVE IN PETMIN OR SPC. TITLE OF HIS COMPANY IN YOUR CABLE IS CORRECT, AS IS PO BOX.

6. COMMERCIAL BANK OF SYRIA REPORTS COMPANY ESTABLISHED IN 1970 BY AZIZ MISKINE (OR MESCHINA), DIRGEN IS ELIAS MISKINE (OR MISCHINA); COMPANY HAS COMMERCIAL REGISTRY NO. 15338; NO ANSWER AT REG. TEL NO. 226-024; BANK SOURCE RECALLED COMPANY MOVED OFFICE LOCATION RECENTLY AND PROBABLY ALSO CHANGED TELEPHONE NUMBER. COMPANY REGISTERED AS HAVING 16 ENGINEERS ON STAFF, AND DESCRIBED BUSINESS TO BANK AS "ENGINEERING AND EXPLOITATION PROJECTS AS WELL AS IMPORT TRADE." BANK CITES "MORALITY AS GOOD," "CAPITAL AS MODERATE."

MURPHY

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